ENTERTAINMENT & MULTIMEDIA LIMITED 3/197-2

Tuesday, April 1, 2003

SEC EXEMPTION #82-42

Office of International Finance Securities & Exchange Commission Corporate Filing 450 Fifth Street, NW Washington, DC 20549 USA



PROCESSES

Dear Sir or Madam:

RE: Exemption #82-4245

We are submitting current public filings as required under rule 12g3-2(b).

Yours truly,

John Grzybowski Chief Financial Officer

BFS Entertainment & Multimedia Limited

Enclosures: Press Release – April 1, 2003

Third Quarter Interim Report 2003

Jul 16







ENTERTAINMENT & MULTIMEDIA LIMITED

PRESS RELEASE

Tuesday, April 1, 2003

For Immediate Release:

Stock Symbol: TSX:BFS

BFS ENTERTAINMENT & MULTIMEDIA LIMITED ANNOUNCES THIRD QUARTER RESULTS

BFS Entertainment & Multimedia Limited of Richmond Hill, Ontario, is pleased to report its unaudited consolidated financial and operating results for the third quarter ended February 1, 2003.

Sales for the first nine months were \$6,650,578 compared to \$6,528,562 during the same period last year. Operating earnings were \$1,875,192 (\$0.23 per share) compared to \$1,684,469 (\$0.21 per share), an 11% increase over the same period last year. Earnings before income taxes were \$906,211 compared to \$784,466 for the same period last year, representing an increase of 16%. In the previous fiscal year all prior tax losses were completely utilized, the current period now includes a tax provision of \$377,386. As a result, net earnings were \$528,825 (\$0.07 per share) compared to \$784,466 (\$0.10 per share) for the same period last year.

Sales for the third quarter were \$2,508,395 compared to \$2,624,270 during the same period last year. Operating earnings were \$772,701 (\$0.10 per share) compared to \$696,465 (\$0.09 per share) for the same period last year, representing an increase of 11%. Earnings before income taxes were \$453,691 compared to \$402,591, a 13% increase over the same period last year. In the previous fiscal year all prior tax losses were completely utilized, the current period now includes a tax provision of \$189.302. As a result, net earnings were \$264,389 (\$0.03 per share) compared to \$402,591 (\$0.05 per share) for the same period last year.

Denis B.E. Donnelly, President and CEO stated, "Our results continue to meet our expectations during the current weak U.S. market conditions and global political uncertainty. We are confident, however, in our ability to continue to increase both sales and profits."

| FINANCIAL HIGHLIGHTS (unaudited) | Thirty-nine Veeks Ended Feb. 1, 2003 | Thirty-nine Veeks Ended Feb. 2, 2002 | Thirteen Weeks Ended Feb. 1, 2003 | Thirteen /eeks Ended Feb. 2, 2002 |
|--|--|--|---|---|
| Sales | \$ 6,650,578 | \$ 6,528,562 | \$ 2,508,395 | \$ 2,624,270 |
| Operating earnings (EBITDA) ¹ | 1,875,192 | 1,684,469 | 772,701 | 696,465 |
| Earnings before income taxes | 906,211 | 784,466 | 453,691 | 402,591 |
| Income taxes | 377,386 | - | 189,302 | - |
| Net earnings | 528,825 | 784,466 | 264,389 | 402,591 |
| Operating earnings (EBITDA)' per share | \$ 0.23 | \$ 0.21 | \$ 0.10 | \$ 0.09 |
| Basic and diluted earnings per share | 0.07 | 0.10 | 0.03 | 0.05 |

BFS uses operating earnings (EBITDA) to assess the operating performance of its business. Operating earnings (EBITDA) represent earnings before interest, income
taxes and amortization. Operating earnings (EBITDA) do not have a standardized meaning prescribed by generally accepted accounting principles and
therefore, are unlikely to be comparable to operating earnings (EBITDA) as reported by other publicly traded companies.

The Toronto Stock Exchange has advised BFS that it is reviewing the Corporation's eligibility for continued listing. BFS falls below certain market value and trading thresholds that the TSX requires of listed companies. The TSX has deferred its decision for a further 120 days and BFS has until May 30, 2003 to satisfy the TSX that it has met the TSX continued listing standards. In the event that BFS is unable to maintain such requirements, the Corporation will review other opportunities that will provide a quoted market for its common shares.

BFS Entertainment & Multimedia Limited manufactures, markets and distributes under the **BFS Video** and **American Home Treasures** video labels, a wide range of entertainment home videos and DVDs for resale to retail and catalogues throughout North America. The Corporation's strategy is to continue to acquire new programming for North America and to expand its distribution channels. The Corporation is also continuing to look for small companies that can be acquired to fit the current business model.

(SEC Rule 12g exemption #82-4245)

For further information, please contact: John Grzybowski, MBA, CA – Chief Financial Officer E-mail: ir@bfsent.com Tel (905) 884-2323 Fax (905) 884-8292 Corporate Website: www.bfsent.com

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ENTERTAINMENT & MULTIMEDIA LIMEE

For the Three & Nine Month Period Ended February 1, 2003



AMERICAN HOME TREASURES

Consolidated Statements of Operations

| (Unaudited) | | 13 We | Ended | 39 Weeks Ended | | | | |
|---|----|-------------|-------|----------------|----|-------------|-----|-------------------------|
| For the period ended | F | eb. 1, 2003 | | Feb. 2, 2002 | F | eb. 1, 2003 | | Feb. 2, 2002 |
| Sales | \$ | 2,508,395 | \$ | 2,624,270 | \$ | 6,650,578 | \$ | 6,528,562 |
| Cost of goods sold | * | 935,932 | • | 987,471 | • | 2,402,689 | Ť | 2,479,819 |
| Gross profit | | 1,572,463 | | 1,636,799 | | 4,247,899 | | 4,048,743 |
| Selling expenses | | 385,761 | | 533,634 | | 1,054,202 | | 1,098,270 |
| Administrative expenses | | 414,001 | | 406,700 | | 1,318,495 | | 1,266,004 |
| Total selling and administrative expenses | | 799,792 | | 940,334 | | 2,372,697 | | 2,364,274 |
| Operating earnings before interest, | | | | | | | | |
| amortization and income taxes | | 772,701 | | 696,465 | | 1,875,192 | | 1,684,469 |
| Interest expense | | 51,670 | | 65,417 | | 166,512 | 5.0 | 214,632 |
| Operating earnings before amortization and income taxes | | 721,031 | | 631,048 | | 1,708,680 | | 1,469,837 |
| Amortization of capital assets and deferred development | | 139,969 | | 101,086 | | 420,356 | | 303,258 |
| Operating earnings before amortization | | | | | • | | | process to the contract |
| of AHT Video Library and income taxes | | 581,062 | | 529,962 | | 1,288,324 | | 1,166,579 |
| Amortization of AHT Video Library | | 127,371 | | 127,371 | | 382,113 | | 382,113 |
| Earnings before income taxes | | 453,691 | | 402,591 | | 906,211 | | 784,466 |
| Current income taxes | | 235,377 | | • | | 524,911 | | |
| Future income taxes | | (46,075) | | | | (147,525) | | - |
| Net earnings | \$ | 264,389 | \$ | 402,591 | \$ | 528,825 | \$ | 784,466 |
| Operating earnings before interest, | | | | | | | | |
| amortization and income taxes per share | \$ | 0.10 | \$ | 0.09 | \$ | 0.23 | \$ | 0.21 |
| Basic and diluted earnings per share (Note 3) | \$ | 0.03 | \$ | 0.05 | \$ | 0.07 | \$ | 0.10 |

Consolidated Statements of Retained Earnings

| (Unaudited) | 13 Weeks Ended 39 We | | | | | | eks Ended | | |
|---|----------------------|--------------|----|--------------|----|-------------|---------------------|-----------|--|
| For the period ended | Feb. | Feb. 1, 2003 | | Feb. 2, 2002 | | eb. 1, 2003 | 3 Feb. 2, 20 | | |
| Retained earnings – beginning of period | \$ 1,; | 250,267 | \$ | 825,984 | \$ | 985,831 | \$ | 444,109 | |
| Net earnings | ; | 264,389 | | 402,591 | | 528,825 | | 784,466 | |
| Dividends declared | (| 200,821) | | • | | (200,821) | | • | |
| Retained earnings – end of period | \$ 1, | 313,835 | \$ | 1,228,575 | \$ | 1,313,385 | \$ | 1,228,575 | |

The accompanying notes are an integral part of the Interim Consolidated Financial Statements.

Notes to Interim Consolidated Financial Statements (unaudited)

1. Summary of Significant Accounting Policies

The significant accounting policies used in these unaudited interim consolidated financial statements conform to those presented in the Corporation's May 4, 2002 audited annual consolidated financial statements. These interim consolidated financial statements do not include all of the disclosures included in the annual consolidated financial statements and accordingly should be read in conjunction with the annual consolidated financial statements.

2. Bank indebtedness

As of February 1, 2003, the Corporation had an operating line of credit in the amount of \$2,500,000 (May 4, 2002 - \$2,500,000) of which approximately \$1,283,000 (May 4, 2002 - \$1,064,000) was outstanding at that date. The outstanding portion of the line of credit bears interest at the bank prime rate plus 0.5% per annum payable monthly. A general security providing a first charge over all accounts receivable, inventories and equipment, other than leased assets, has been pledged as security for this operating line of credit.

3. Capital Stock

(a) Issued and Outstanding Authorized

Unlimited common shares.

| | Issued – Common Snares | L |
|----|--|----------|
| | Shares) Amoun | tî. |
| : | Balance - beginning of year 8,054,333 \$ 2,159,783 | <u>,</u> |
| | Issued to employee under stock bonus plan 25,000 7,750 | 1 |
| , | -Cancelled pursuant to normal course issuer bid - (46,500) (14,776 | i)\ |
| 7, | Balance - end of period | ij. |

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| 66 | |
| <u>66</u> | |
| 21 10 | |
| - | |
| 12 | |

BFS ENTERTAINMENT & MULTIMEDIA LIMITED

| As at | Febr | uary 1, 2003 | | May 4, 2002 |
|--|------|--------------|--------------|-------------|
| | | Unaudited | | Audited |
| Assets | | | | , |
| Current | | | | 4 |
| Accounts receivable | \$ | 2,009,899 | \$ | ₫,703,685 |
| Inventories | | 2,144,861 | | 1,950,644 |
| Prepaid video royalties | | 955,794 | | 713,949 |
| Prepaid expenses and deposits | | 59,544 | | 69,386 |
| Deferred development costs | | 159,998 | | 172,188 |
| | | 5,330,096 | | 4,609,852 |
| AHT Video Library | | 254,745 | | 636,858 |
| Loan receivable | | 14,000 | | 28,000 |
| Deferred development costs | | 217,529 | 9 | 204,529 |
| Capital assets | | 1,006,508 | | 957,347 |
| | \$ | 6,822,878 | \$ | 6,436,586 |
| 12.4900 | | | | |
| Liabilities | | | | |
| Current | • | 4 000 045 | Φ. | |
| Bank indebtedness (Note 2) | \$ | 1,020,815 | \$ | 1,011,941 |
| Accounts payable and accrued liabilities | | 1,015,064 | | 1,091,933 |
| Dividends payable | | 200,821 | | 50.000 |
| Income taxes payable | | 485,605 | | 56,300 |
| Long-term debt due within one year | | 375,000 | | 383,334 |
| Capital lease obligations due within one year | | 22,447 | | 62,741 |
| Marian and the second | | 3,119,752 | | 2,606,249 |
| Long-term debt | | 156,250 | | 437,500 |
| Capital lease obligations | | 12,809 | | 32,223 |
| Future income taxes | | 67,475 | | 215,000 |
| | | 3,356,286 | | 3,290,972 |
| Shareholders' Equity | | | | |
| Capital stock (Note 3) | | 2,152,757 | | 2,159,783 |
| Retained earnings | | 1,313,835 | | 985,931 |
| | | 3,466,592 | | 3,145,614 |
| | \$ | 6,822,878 | \$ | |
| The accompanying notes are an integral part of the Interim Consolidated Financial Statements | | | | |

The accompanying notes are an integral part of the Interim Consolidated Financial Statements.

| The following table sets out the computation of basic and di | uted earnings per st | nare. |
|--|----------------------|--------------|
| 39 Weeks Ended | Feb. 1, 2003 | Feb. 2, 2002 |
| Numerator Net earnings available to common shareholders | \$ 528,825 \$ | 784,466 |
| Denominator: | | 过去在市场建 |
| Weighted average shares for basic earnings per share | 8,038,456 | 8.046.713 |
| Effect of dilutive securities | 1月4年最大5日 | |
| Employee stock options | 8,511 | |
| Warrants | | |
| | 8,511 | 的關鍵的 |
| Adjusted weighted average shares and assumed conversion | S. Carlotte | 学是是自然 |
| for diluted earnings per share | 8,046,967 | 8,046,713 |
| Basic earnings per share | \$ 0.07 | \$ 0.10 |
| Dilutedlearnings per share | \$ 0.07 | \$ 0.10 |

(b) Stock-Based Compensation

Effective January 1, 2002. The Canadian Institute of Chartered Accountants issued new recommendations dealing with stock-based compensation and other stock-based payments. The new recommendations require either the recognition of a compensation expense for grants of stock stock options and other equity instruments to directors, officers and employees, based on the estimated fair value of the instrument at the grant date, or alternatively, the disclosure of pro-formal net earnings and earnings per share data, as if the stock-based compensation had been recognised in earnings. The corporation has adopted the latter approach.

During the second quarter, the Corporation issued 47,500 stock options to two of its directors. Had the Corporation elected to recognise the cost of its stock based compensation based on the estimated fair value of the stock options granted, the Corporation's net earnings would have been reduced by \$14,725. Net earnings for the six months would have been \$249,711 (\$0.03 basic and diluted earnings per share). For the second quarter, the net earnings would have been \$193,494 (\$0.02 basic and diluted earnings per share).

The fair value of each stock option is estimated on the date of grant using the Black-Scholes pricing model with the following: assumption — weighted average fair, value of options granted during the period of \$0.31, expected stock price volatility of 81%, expected dividend rate of 0% and risk-free interest rate ranging from 4.1% to 4.3% lover the fits of the condens.

BFS ENTERTAINMENT & MULTIMEDIA LIMITED

Consolidated Statements of Cash Flows

| (Unaudited) | | 13 We | eks l | Ended | | 39 We | eks E | nded |
|---|----|--------------------|-------|-------------|------|-------------|--------|--------------------|
| For the period ended | | Feb. 1, 2003 | F | eb. 2, 2002 | F | eb. 1, 2003 | Fe | b. 2, 2002 |
| Operating activities | | | | | | | | |
| Net earnings | \$ | 264,389 | \$ | 402,591 | \$ | 528,825 | \$ | 784,466 |
| Items not affecting cash: | • | • | · | , | • | • | · | • |
| Future income taxes | | (46,075) | | - | | (147,525) | | - |
| Net decrease (increase) in prepaid royalties | | (85,724) | | 143,373 | | • | | (83,427) |
| Forgiveness of loan receivable | | - | | - | | 14,000 | | 14,000 |
| Common shares issued to an employee | | | | | | | | , |
| under the stock bonus plan | | 7,750 | | 2,800 | | 7,750 | | 2,800 |
| Amortization of capital assets | | 96,922 | | 71,391 | | 291,215 | | 214,175 |
| Amortization of deferred development costs | | 43,047 | | 29,695 | | 129,141 | | 89,083 |
| Amortization of AHT Video Library | | 127,371 | | 127,371 | | 382,113 | | 382,113 |
| | | 407,680 | | 777,221 | | 963,674 | | 1,403,210 |
| Net changes in non-cash working capital balances (*) | | 598,822 | | 367 | | 62,668 | | (398,796) |
| Cash flows provided by operating activities | | 1,026,342 | | 777,588 | | 1,006,502 | | 1,004,414 |
| | | | | | | | | |
| Financing activities | | | | | | | | |
| Increase (decrease) in bank borrowings | | (565,272) | | (406,906) | | 8,874 | | 216,303 |
| Dividends declared and payable | | (200,821) | | - | . : | (200,821) | | - |
| Repayment of capital lease obligations | | (12,355) | | (17,766) | i. | (59,708) | | (55,001) |
| Repayment of long-term debt | | (93,750) | | (102,083) | | (289,584) | | (606,250) |
| Purchase of common shares for cancellation | | (3,940) | | (840). | | (14,776) | | (840) |
| Cash flows used in financing activities | | (876,138) | | (527,595) | ···· | (556,015) | · | (445,788) |
| Investing activities | | • | | | | | ,. · · | |
| Additions to capital assets | | (92,201) | | (200,506) | | (340,376) | | (422,723) |
| Additions to deferred development costs | | (38,163) | | (49,487) | | (129,951) | | (135,903) |
| Cash flows used in investing activities | | (130,364) | | (249,993) | | (470,327) | | (558,626) |
| Net change in cash and cash equivalents | | • | | | | | | |
| Cash and cash equivalents, beginning and end of period | \$ | - | \$ | • | \$ | - | \$ | • |
| Interest on long-term debt | \$ | 34,793 | \$ | 46,267 | \$ | 113,277 | \$: | 154,952 |
| (*) Company of the net changes in non-seek westing | | | | | | | | |
| (*) Components of the net changes in non-cash working | | | | | | | | |
| capital balances related to operation | • | (CE DE7) | Φ | (004.044) | • | (000 044) | Φ. | · . - /000 004\ |
| Increase in accounts receivable | \$ | (65,057) | \$ | (204,211) | \$ | (306,214) | \$ | (602,881) |
| Decrease (increase) in inventories | | 129,940 | | (187,100) | | (194,217) | | (426,386) |
| Decrease in income taxes recoverable | | 1 065 | | 00.004 | | 0.040 | | 31,944 |
| Decrease in prepaid expenses and deposits | | 1,865 | | 23,081 | | 9,842 | | 43,254 |
| Increase (decrease) in accounts payable and accrued liabilities | | 110 470 | | 260 507 | | /76 06n\ | | EEE 070 |
| | | 112,478 | | 368,597 | | (76,869) | | 555,273 |
| Increase in dividends payable | | 200,821 219,775 | | - | , | 200,821 | | .· - |
| Increase in income taxes payable | • | 218,775 | Φ. | 267 | • | 429,305 | ¢ | (200 706) |
| | Þ | 598,822 | \$ | 367 | \$ | 62,668 | \$ | (398,796) |

BFS ENTERTAINMENT & MULTIMEDIA LIMITED Report to Shareholders

We are pleased to report our unaudited consolidated financial and operating results for the third quarter ended February 1, 2003.

Sales for the first nine months were \$6,650,578 compared to \$6,528,562 during the same period last year. Operating earnings were \$1,875,192 (\$0.23 per share) compared to \$1,684,469 (\$0.21 per share), an 11% increase over the same period last year. Earnings before income taxes were \$906,211 compared to \$784,466 for the same period last year, representing an increase of 16%. In the previous fiscal year all prior tax losses were completely utilized, the current period now includes a tax provision of \$377,386. As a result, net earnings were \$528,825 (\$0.07 per share) compared to \$784,466 (\$0.10 per share) for the same period last year.

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Our results continue to meet our expectations during the current weak U.S. market conditions and global political uncertainty. We are confident, however, in our ability to continue to increase both sales and profits.

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Denis B.E. Donnelly Chairman, President & CEO March 17, 2003

Shareholders and other individuals requesting copies of the Annual and Quarterly Reports should contact:

INVESTOR RELATIONS BFS ENTERTAINMENT & MULTIMEDIA LIMITED

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